

Message Text

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PAGE 01 MANILA 07201 040356Z
ACTION EA-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----014448 040358Z /13
P 040344Z MAY 78
FM AMEMBASSY MANILA
TO USDOC WASHDC PRIORITY
INFO SECSTATE WASHDC 5224

UNCLAS MANILA 07201

E.O. 11652: N/A
TAGS: BEXP, RP
SUBJECT: MEDICAL, LABORATORY & SCIENTIFIC INSTRUMENTATION
EXHIBITION

COMMERCE FOR OIM/RKELLY/LLOFUS

REF: A. MARTIN/LOFUS TELCON OF APRIL 26, 1978,
B. MANILA 06975

1. FOLLOWING IS A STATUS REPORT ON POST'S RECRUITMENT
EFFORTS FOR SUBJECT EXHIBITION:

(A) PHILIPPINE LABORATORY FURNITURE - COMPANY WILL PROVIDE
EMBASSY WITH PARTICIPATION CHECK DURING FIRST
WEEK OF JUNE. THE EQUIPMENT OF FOLLOWING U.S. COMPANIES
WILL BE DISPLAYED IN PHILLAB'S BOOTH: A.H.THOMAS;
E.I.DUPONT; FORMA SCIENTIFIC CO.; BURROUGHS EQUIPMENT
CO.; AND LAB INDUSTRIES.

(B) BOTICA BOIE - WILL DEFINITELY PARTICIPATE. COMPANY
REQUESTED NTM STATUS BECAUSE ITS U.S. SUPPLIER, BECTON,
DICKINSON & CO., WILL DISPLAY THEIR LATEST EQUIPMENT.
BOIE WILL REMIT PAYMENT IN PHILIPPINE PESOS, PAYABLE TO
THE EMBASSY.
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(C) ASSOCIATED DRUGS - U.S. SUPPLIERS VERNITRON MEDICAL
PRODUCTS AND BURDICK CORPORATION WILL DEFINITELY PARTI-
CIPATE. POST WILL CABLE BOOTH PREFERENCES ASAP.

(D) SQUIBB & SONS - REPRESENTATIVE VISITED EMBASSY AND
EXPRESSED INTEREST IN PARTICIPATING. THEY WILL INFORM

POST OF DECISION BY MAY 15.

(E) CORNING INTERNATIONAL - WILL CONTACT EMBASSY AS SOON
AS THEY HEAR FROM PARENT COMPANY. SUGGEST COMMERCE
FOLLOW-UP WITH CORNING U.S.

2. POST HAS CONTACTED BAUSCH AND LOMB LOCAL REPRESENTATIVE
AND INFORMED THEM OF B & L'S INTEREST IN PARTICIPATING.
PLEASE ASCERTAIN FROM B & L WHICH DIVISION WILL PARTICIPATE
SO EMBASSY CAN SIGN THEM UP. WE UNDERSTAND THAT
MICROBIOLOGICAL LABORATORY HAS THE AGENCY FOR B & L'S
SCIENTIFIC OPTICAL PRODUCTS DIVISION AND MEDICAL CENTER
DRUG HAS THE AGENCY FROM ANALYTICAL LABORATORY
INSTRUMENTS DIVISION. STULL

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Message Attributes

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